

Message Text

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21

ACTION TRSE-00

INFO OCT-01 EA-10 ISO-00 NEA-10 IO-10 H-02 L-03 PA-02

PRS-01 SP-02 AID-05 EB-07 NSC-05 CIEP-02 SS-15 STR-04

OMB-01 CEA-01 CIAE-00 COME-00 FRB-01 INR-07 NSAE-00

USIA-15 XMB-04 OPIC-06 LAB-04 SIL-01 /119 W

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R 020138Z AUG 75

FM AMEMBASSY MANILA

TO SECSTATE WASHDC 6072

INFO AMCONGEN HONG KONG

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USADB

PASS TREASURY (BELLOCHI, GONZALEZ, CORRO)

PASS COMMERCE (BAKER, SANDS)

E.O. 11652: N/A

TAGS: EAID, EFIN

SUBJ: IMPROVING U.S. PROCUREMENT UNDER ADB-FINANCED PROJECTS

SUMMARY: DURING BEACH CONSULTATIONS IN TREASURY SCHEDULED AUGUST 19-22, RECOMMEND ARRANGEMENTS BE MADE FOR MORRIS ALLEN TO BRIEF TREASURY OADB OFFICERS ON HIS PRINCIPAL FINDINGS, RECOMMENDATIONS AND ACTIONS ON ABOVE SUBJECT. SUBSEQUENT THERETO, ALLEN AVAILABLE TO DISCUSS IN GREATER DETAIL ANY OR ALL ASPECTS THIS SUBJECT WITH INDIVIDUAL OADB STAFF MEMBERS, IN PARTICULAR BELLOCHI AND GONZALEZ, AS WELL AS DRAFT FINAL REPORT. TREASURY MAY ALSO WISH INVITE APPROPRIATE STATE AND COMMERCE REPRESENTATIVES TO ALLEN BRIEFING.

1. AS CONSULTANT TO U.S. TREASURY AND PROCUREMENT ADVISOR TO USADB, ALLEN HAS INTERVIEWED NUMEROUS ADB UNCLASSIFIED

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OFFICIALS AND RPROFESSIONAL STAFF AS WELL AS MANY

OFFICERS OF LEADING U.S. COMPANIES IN ASIA. HIS EXTENSIVE DATA ON POST BID EXPERIENCE GATHERED FROM VARIOUS ADB PROJECT OFFICERS POINTS UP LACK U.S. BIDDERS FOR MANY TENDERS OF EQUIPMENT IN WHICH U.S. GENERALLY COMPETITIVE.

2. ON BASIS THEREOF, AND IN TIME AVAILABLE, ALLEN HAS CONCENTRATED PRIMARILY ON (A) ASCERTAINING WHY LEADING U.S. COMPANIES ARE NOT BIDDING AND ON (B) DEVELOPING AND INITIATING PRACTICAL MEASURES FOR REMEDYING THESE CAUSAL FACTORS.

3. OF PRIMARY CONCERN AMONG LATTER ARE (A) INADEQUATE INFORMATION FLOWS; (B) LACK OF STANDARDIZED TERMS AND CONDITIONS IN TENDERS; (B) COUPLING OF CIVIL WORKS WITH EQUIPMENT IN TENDERS; (D) NEED FOR GREATER RECOGNITION OF QUALITATIVE OR NON-PRICE FACTORS ALONG WITH INITIAL COST IN BID EVALUATIONS, ETC.

4. ALTHOUGH CONCENTRATING ON U.S. COMPANY EXPERIENCES WITH ADB PROJECTS AND TENDERS, ALLEN FINDINGS, RECOMMENDATIONS AND ACTIONS FOR IMPROVING U.S. BUSINESS POTENTIALS MAY BE EQUALLY APPLICABLE AND HELPFUL TO IMPROVING U.S. PROCUREMENT CONTRACTS UNDER IBRD AND IDB.

5. IN VIEW THEIR CLOSE INTEREST AND INVOLVEMENT IN THIS SUBJECT, TREASURY MAY WISH INVITE REPRESENTATIVES FROM STATE (VIA EB-JOEL BILLER AND EA-TONY GEBER) AND COMMERCE (VIA DAVE BAKER AND/OR JOHN SANDS) TO THE AFOREMENTIONED BRIEFING SESSION BY ALLEN. OR, IF PREFERRED, ALLEN COULD HOLD SEPARATE BRIEFINGS FOR INTERESTED STAFFS IN THEIR OWN AGENCIES AT THEIR CONVENIENCE. IN FACT, DURING THE WEEK PRIOR TO THESE TREASURY MEETINGS, IT WOULD BE ADVISABLE FOR ALLEN TO DISCUSS WITH APPROPRIATE STATE AND COMMERCE OFFICERS SOME OF THE MORE SIGNIFICANT INFORMATION FLOW GAPS AND RELATED QUESTIONS ON ADB PROJECTS AND TENDERS UNCOVERED DURING HIS CONSULTANCY WORK.

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6. TO ENABLE ALLEN TO ADEQUATELY ACCOMPLISH THE AFOREMENTIONED BRIEFINGS AND DISCUSSIONS, PLUS HIS FINAL REPORT PREPARATION, USADB WOULD APPRECIATE TREASURY (OASIA-MRS. CORRO) AMENDING ALLEN'S CURRENT TRAVEL AUTHORIZATION 1976-0011 TO INCLUDE APPROXIMATELY 14 DAYS IN WASHINGTON. LATTER CAN BE ACCOMMODATED WITHIN CURRENT 60 DAY TRAVEL ORDERS. (ALLEN HAS STATE TRAVEL AUTHORIZATION FROM HONG KONG TO WASHINGTON.)

7. ALLEN FORWARDED WORKING PAPERS TO TREASURY C/O
PEGGY GONZALEZ TO HOLD FOR ARRIVAL.

8. PLEASE INFO REPLY TO HONG KONG FOR ALLEN.
SULLIVAN

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NNN

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